

**HARNWELL CHEMICALS CORPORATION
MAKATI CITY**

A field study
Submitted to the Faculty of
Cavite State University
Indang, Cavite

Field Study on: **ALMA F. PANALIGAN**

Title: **HARNWELL CHEMICALS CORPORATION**
Makati City

APPROVED:

ROBERTO M. RUFINO

In partial fulfillment
of the requirements of the degree of
Bachelor of Science in Business Management
(Major in Marketing)

NELIA C. CRISINO

ROBERTO M. RUFINO

NELIA C. CRISINO

Field Study Coordinator

Chairman, Department

Marketing



00001339

Hamwell chemical corporation, Makati City
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ALMA F. PANALIGAN

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NOTE:

Original copy to be filed in the following: Adviser, Department Chairman, Field Study Coordinator, Dean and Student

ABSTRACT

PANALIGAN, ALMA F. Harnwell Chemicals Corporation, Makati City. Undergraduate Field Study. Bachelor of Science in Business Management major in Marketing. Cavite State University, Indang, Cavite. April 2002. Adviser Mr. Roderick M. Rupido.

A three-month field study was conducted at the Harnwell Chemicals Corporation from October 16, 2001 to January 31, 2002, to apply knowledge skills gained in the classrooms to actual situations. This field report presents some information, organization and management, products offered, company existing policies benefits and incentives and marketing strategies.

This study aimed to describe the company's products, describe the company's existing management policies, benefits and incentives in sales department where the trainee was assigned and identify the problems encountered and recommend feasible solutions to the various problems identified.

The company is engaged in the business of importing high quality laboratory reagents and chemicals and high technology laboratory equipment. The company distributes high quality products in order to meet the satisfaction of customers.

The company objectives include the following: to offer the best quality laboratory supplies at the most affordable price from delivery time.

The company usually suffered delayed of delivery because of flack of delivery cars and absenteeism and tardiness of employees that resulted in unfinished work. It was also observed that it lacked office equipment such as computer and office supplies, which delayed the work of an employee.

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